

# TIPSS 4 Industry Day

Small Business Presentation

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# Background

- My role is to ensure that a fair share of IRS procurement dollars is issued to small business concerns of all types.
- Goals:
  - Prime Goals
  - Subcontracting Goals

# FY08 Goals

- Prime Goals:
  - Small Business 23%
  - Small Disadvantaged Business 5%
  - Women-Owned Small Business 5%
  - HUBZone Small Business 3%
  - Service Disabled Veteran-Owned Small Business 3%
  - Veteran-Owned Small Business – no goal, must be tracked
  - 8(a) Concerns – No Statutory Goal – subset of Small Disadvantaged Business Goal
  
- Subcontracting Goals:
  - Small Business 41%
  - Small Disadvantaged 5%
  - Women-Owned Small Business 5%
  - HUBZone Small Business 3%
  - Service Disabled Veteran-Owned Small Business 3%
  - Veteran-Owned Small Business – no goal, must be tracked

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## Small Business Primes

- Look at Teaming Opportunities
  - As a Prime Contractor
    - Joint Venture Arrangements
  - As a Subcontractor
    - With other Small Business concerns
    - With Large Business concerns
- If you have any general questions about doing business with the IRS, please contact me.
- I will give you as much assistance as I can:
  - Technical Points of Contact
  - Background of Organizational Structure
  - What I know of new work or “hot” issues

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## Large Business Primes

- Mentor-Protégé Program Requirements
  - Will require that all large primes have current/approved Dept. of the Treasury Mentor-Protégé program applications
  - Will require at least two protégés
    - Current relationship
    - New relationship with a company who has no current relationship either with your company or the IRS/Treasury
- Past Performance – Subcontracting Compliance
  - Previous three years of subcontracting reports will be required to be submitted
  - Must meet/exceed all established goals
- If you have questions regarding SB sources, please contact me. I have lots of SB sources who market to me and are extremely interested in doing business with IRS either as a prime or a subcontractor.
- Expectations upon Contract Award:
  - Meet or exceed negotiated goals.
  - Prompt submission of 294/295 reports via the new eSRS system.
  - Development of protégé companies under your approved Mentor-Protégé agreement.
  - Meet new Small Businesses and add to your team.

# Questions

Please contact me at:

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